PRIME VISION

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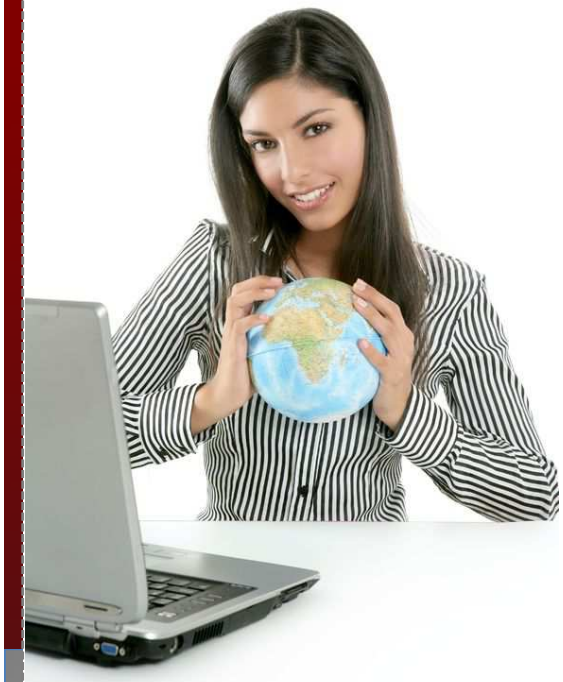
Cloud solutions conquer the World!

- Defining trend in delivery of IT solutions
- 2011 a $41 billion market *(Gartner)*
- 2020 to be $241 billion market *(Forrester)*



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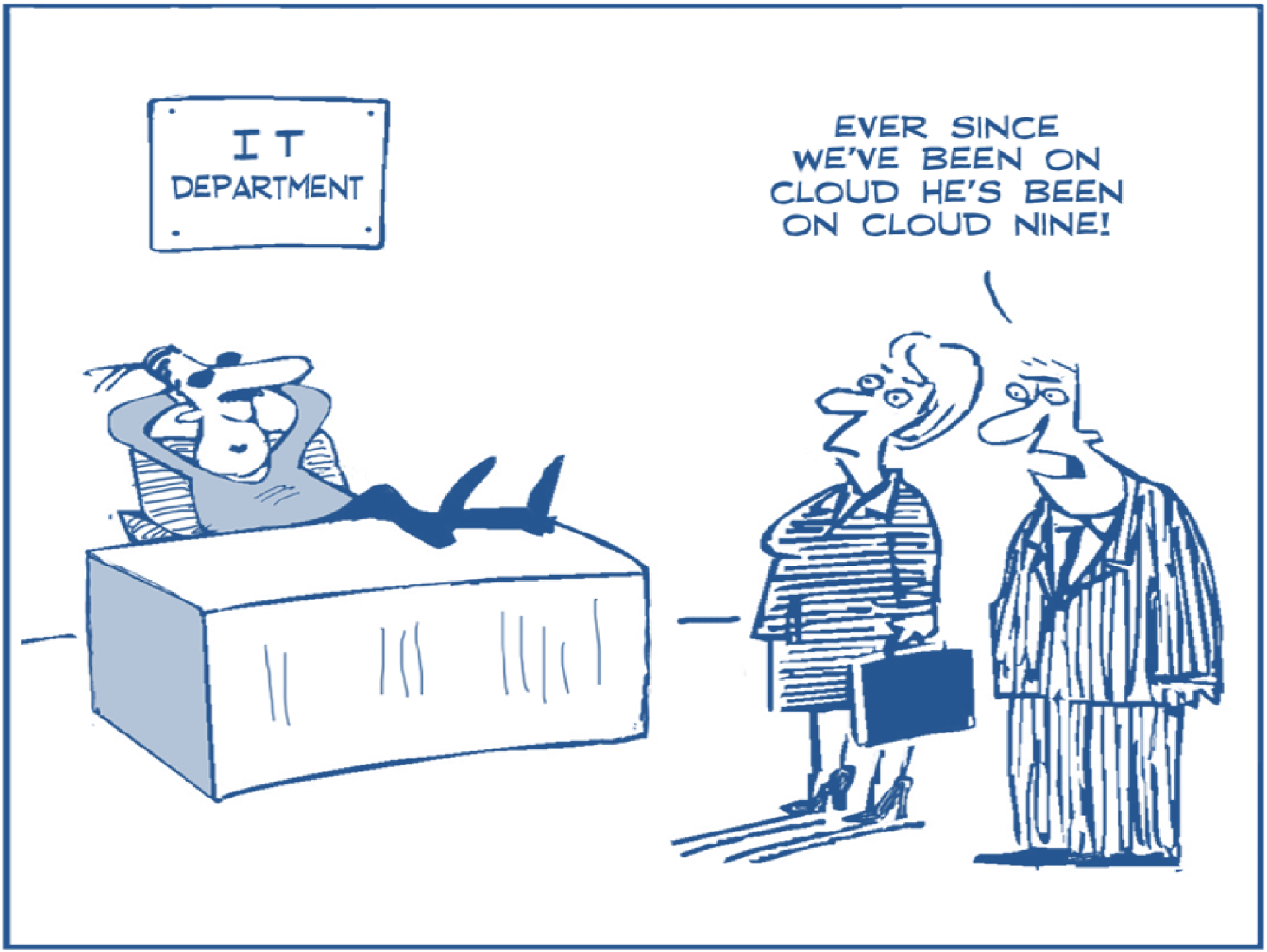
Why Cloud Computing?

- Business Agility
- Considerably Reduce Fixed-Costs
- Eliminate Over-Capacity
- Reduced Overhead
- Bandwidth & Reliability


IT
DEPARTMENT
EVER SINCE WE'VE BEEN ON CLOUD HE'S BEEN ON CLOUD NINE!

Cloud Computing in the Postal Area

- Adoption widespread as business platform
- What about processing the mail?
- *Typical scenario today*
- *Future potential*

Postal Developments

- Actual application requests:
  - Indicia recognition, stamps, meter marks etc
  - Archive applications for 100% mail stream, customer services, track and trace
  - Revenue protection and recovery
- For some, the future has already arrived

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Case Study: Postal Cloud

- Video-coding operations for UK and Netherlands moved completely to the cloud
- Hundreds of items processed every second
- Online coded volume increased from 55% to 96%
- Quality increased by 10%
- Scalability 500% in seconds

postnl

TNT post
sure we can

Efficiencies of scale

- Consolidating manual processes into a single stream
- Improved performance in handling peaks and troughs in volumes at each site
- Substantial reduction of fixed-costs
- Advantages in continuous improvement, rolling out new services and quality control

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Revenue Recovery in practice

Revenue Protection

Current date	Current time	Status	User	User level
14-Nov-2008	14:11 PM	Logged in		Superuser

PARCEL CHECKING

Apply filter

Generate and Print report

Date	Time	ParcelID Barcode	Routing Barcode	ISO LP Barcode	EDI dimensions	EDI weight	Measured dimensions	Measured weight	Revenue OK	Customer contact	Email sent	Email received status
13-nov-08	10:00-11:00								no			
13-nov-08	*10:01*	*907876301319*	*2LIEROI+01000*	*JJD0002678270030131*	*50x80x20*	*20*	*60x90x40*	*24*	*no*	*john@aa.com*	*yes*	*approved*
13-nov-08	10:05	907876300978	2LIEROI+01000	JJD0002678270030009	40x40x20	10	50x40x25	15	no	simon@bbb.com	yes	waiting
13-nov-08	10:15	907876300633	2LIEROI+01000	JJD0002678270030063	40x50x50	40	40x90x50	43	no	peter@cc.com	yes	declined
13-nov-08	10:21	073946915304			80x70x40	50	80x70x40	60	no	dave@ddd.com	yes	waiting
13-nov-08	10:22	9078763000631	2LIE+05000000	JJD0117283309200071921	30x20x20	12	80x60x20	17	no	ed@ee.com	no	

SELECTED PARCEL DETAILS

SUMMARY

13-Nov-08 10:0:

Barcodes
907876301319
2LIEROI+01000000
JJD0002678270030131

EDI	Measured
50x80x20	60x90x40
20 kg	24 kg

Revenue NOT OK
Extra charge: GPB 4.:

AA Company
London, UK
John@aa.com

Email sent
Customer approves

Generate & print report

IMAGE - TOP Click to enlarge

SENT EMAIL

Dear customer,

We have an irregularity in the specified dimensions and/of weight of parcel order xxx.xxx, date 13-nov-08.

Your specified dimensions were: xxx
Your specified weights was: xxx

Our measured dimensions are: xxx
Our measured weight is: xxx

A sample image of the parcel has been included.

This difference leads to an extra charge of GBP 4.21. Do you **agree with this?**

If declined, please specify a reason an contact our sales department

Approve Decline

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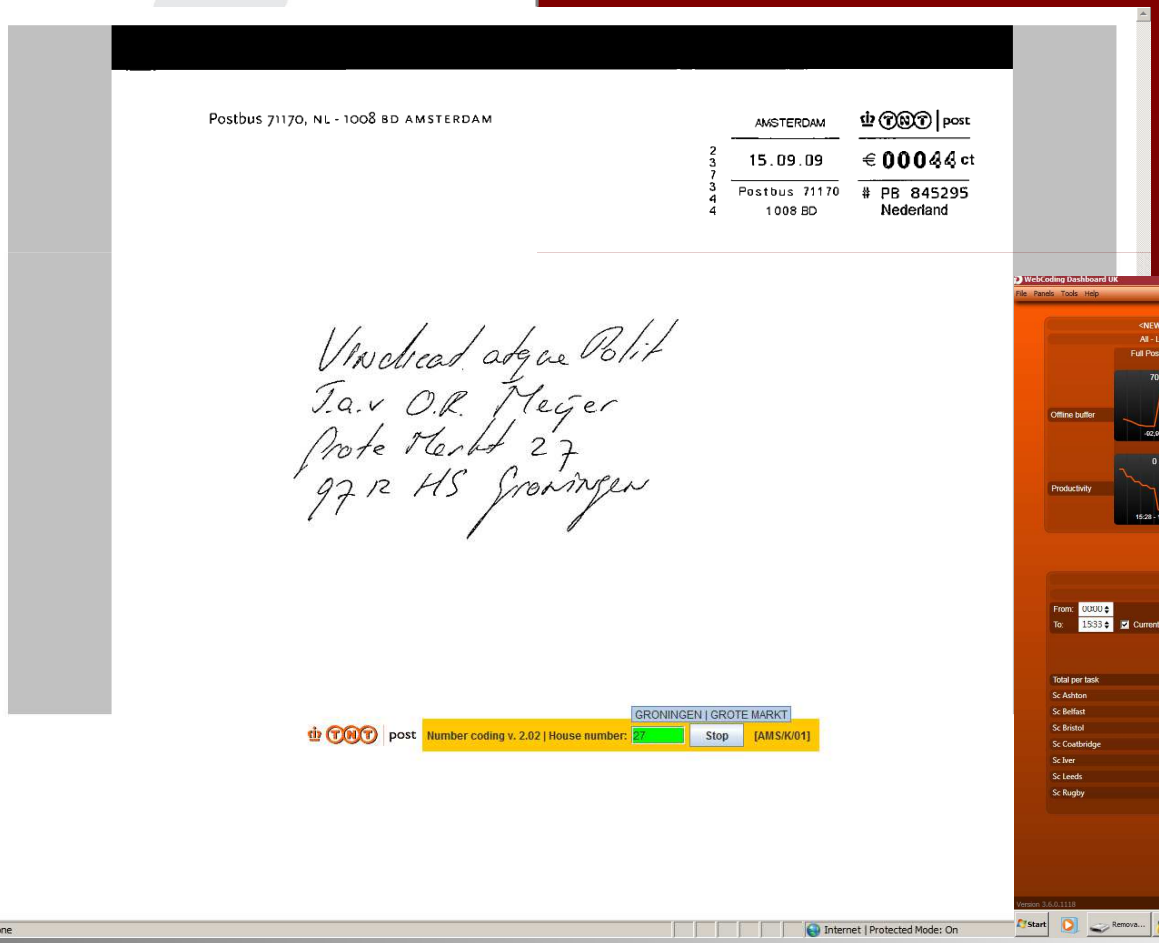
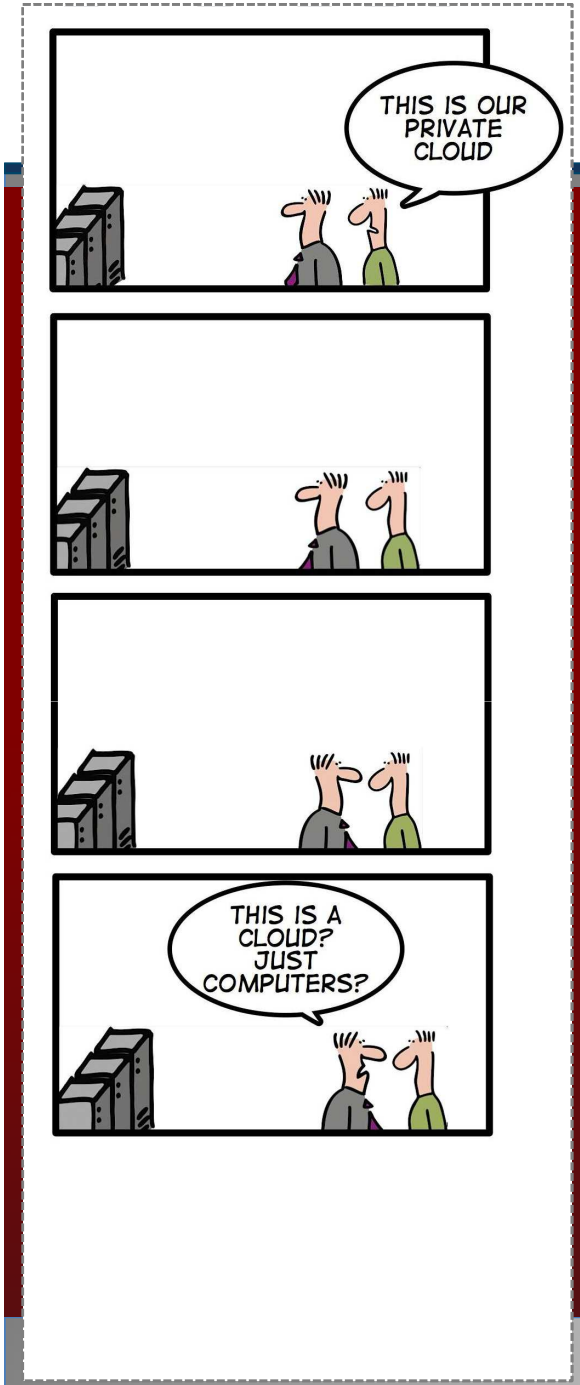
Web Coding Platform

- Secure coding applications wherever there is an internet connection



I HAVE SOME REAL CONCERNS OVER CLOUD'S SECURITY COMPARED TO OUR IN-HOUSE .... HEY! JUST A MINUTE, YOU'RE NOT MY BOSS!!!



Automation feasibility

- Integration environment
- Process time
- Stakeholder team
- SaaS *(Software as a service)*, PaaS *(Platform as a service)* automation solutions
- ‘Private’ cloud solutions

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Q & A

Thanks for your attention